



# Utah World Trade Resource Directory

Utah District Export  
Council

*2016 Edition*

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## Introduction

Dear Exporter,

The Utah District Export Council (DEC) has prepared this directory to provide user-friendly access to a wide variety of international business resources available to Utah firms. The following pages contain listings of and corresponding web links for the various government, non-profit, educational, and private organizations equipped to provide the information and assistance you and your company need to compete and succeed globally. We have made every effort to provide as comprehensive a list of organizations as possible. However, some resources might have been inadvertently omitted. If your organization does not appear below and you wish to be included in the directory, please complete the final page of the directory and either fax it to the U.S. Department of Commerce's Utah Export Assistance Center at (801) 524-3072, contact our office directly at (801) 524-3070, or email our director at [david.fiscus@trade.gov](mailto:david.fiscus@trade.gov).

With its unique social, natural, and economic resources; significant commercial innovation and business growth; diverse language proficiencies; and focus on travel and tourism, Utah is perfectly suited to be a major player in the global economy. In 2014, the \$12.3 billion in merchandise goods exports from Utah supported more than 50,000 jobs across 3,500 companies, 86% of who are small to medium sized businesses.

We hope this guide serves as a resource to you as you position your commercial endeavors for increased and sustained global expansion.

Yours in Exporting,

Mark Garfield  
Chair, Utah District Export Council



## Utah District Export Council

As a role model for cooperation between the private sector and the federal government, the District Export Councils (DECs) have been working side-by-side with the Department of Commerce since 1960 to promote export expansion. Nearly 1,800 volunteer DEC members in 51 DEC organizations throughout the nation supplement and reinforce the export services extended by Commerce's district office network. Together, the two groups strive to foster greater awareness within their local business communities of the nation's need to export. Appointed for two and four-year terms by the Secretary of Commerce, DEC members are successful, motivated business executives with international trade experience. They serve as a direct link between the Department of Commerce and the business community.

The export promotion activities of the DECs take many forms. DECs are heavily involved in public service programs that emphasize the importance of exporting to profitability and economic growth. DEC members are instrumental in helping to formulate positions on trade issues. Export counseling is one of the most important contributions that the DECs make. The members' experience, knowledge and success in international trade provide encouragement for beginning exporters and lend credibility to the export message. For this reason, nearly all of the DECs aggressively seek potential exporters and offer them one-on-one export counseling.

Utah has an active District Export Council that is ready and willing to provide assistance where it can. To find out about the District Export Council, contact the U.S. Department of Commerce's Utah Export Assistance Center at 801-255-1871, or go to <http://export.gov/utah/utahdistrictexportcouncil/>

The following members make up the Utah District Export Council for 2009 and are generally willing and able to provide advice to those interested in getting into exporting:

### Members of the Utah District Export Council

#### **Mark Garfield, *Chair***

Zions Bank  
One South Main Street, 4<sup>th</sup> Floor  
Salt Lake City, UT 84133-1109  
(801) 844-7688  
(801) 322-5931 Fax  
[mark.garfield@zionsbank.com](mailto:mark.garfield@zionsbank.com)

#### **Dave Fiscus, *Exec.***

***Secretary (ex-officio)***  
Utah U.S. Export Assistance  
Center  
350 South Main Street,  
Salt Lake City, UT 84106  
(801) 524-3092  
(801) 524-3072 Fax  
[David.Fiscus@trade.gov](mailto:David.Fiscus@trade.gov)

#### **Jim Herren, *Treasurer***

Salt Lake Small Business  
Development Center  
801-957-5279  
[jim.herrin@slcc.edu](mailto:jim.herrin@slcc.edu)

#### **Wayne Barlow**

Wescor  
459 South Main Street  
Logan, UT 84321-5207  
(435) 752-6011  
(801) 752-4127 Fax  
[wbarlow@wescor.com](mailto:wbarlow@wescor.com)

#### **Sean Brophy**

Lifetime Products  
801-540-8944  
[sbrophy@lifetime.com](mailto:sbrophy@lifetime.com)  
Term through 12/31/2015

#### **Ben Card**

Arlington Scientific  
1840 North Technology Drive  
Springville, UT 84663-4956  
(801) 498-8911  
(435) 489-5552 Fax  
[asi99@att.net](mailto:asi99@att.net)

## Members of the Utah District Export Council (cont'd)

### **Lisa Cox**

Air & Sea International  
PO Box 57026  
Murray, UT 84157-0026  
(801) 264-9130  
(801) 264-9131 Fax  
[lisa@freightlink.net](mailto:lisa@freightlink.net)

### **Lew Cramer**

World Trade Center Utah  
175 East 400 South, Ste 609  
Salt Lake City, UT 84111-2338  
(801) 532-8080  
(801) 532-8982 Fax  
[lcramer@wtcut.com](mailto:lcramer@wtcut.com)

### **Karen Gunn**

Salt Lake Community College  
4600 South Redwood Road  
Salt Lake City, UT 84123-3145  
(801) 957-4366  
(801) 957-4444 Fax  
[karen.gunn@slcc.edu](mailto:karen.gunn@slcc.edu)

### **Randy Graham**

801-830-9695  
[Randal\\_s\\_graham@msn.com](mailto:Randal_s_graham@msn.com)  
Term through 12/31/2017

### **James C. Hyde**

Albion – Advanced Nutrition  
(801) 773-4631  
[jhyde@albionminerals.com](mailto:jhyde@albionminerals.com)

### **Robert James**

HyComp, Inc.  
435-563-3695  
[rjames@hycompusa.com](mailto:rjames@hycompusa.com)  
Term through 12/31/2017

### **Kevin McMurray**

USANA Health Sciences, Inc.  
801-954-7816  
[kevin.mcmurray@us.usana.com](mailto:kevin.mcmurray@us.usana.com)  
Term through 12/31/2017

### **Scott Merrill**

FedEx Trade Networks  
7090 So. Union Park Blvd., #600  
Midvale, UT 84047  
(801) 565-6003  
[sbmerrill@fedex.com](mailto:sbmerrill@fedex.com)

### **Hector Morazan**

Lite Touch  
3400 South West Temple  
Salt Lake City, UT 84115-4328  
(801) 486-8500 x126  
(801) 486-8569 Fax  
[hmorazan@litetouch.com](mailto:hmorazan@litetouch.com)

### **Scott L. Olsen**

MOOG, Inc.  
(801) 973-4300  
[solsen@moog.com](mailto:solsen@moog.com)

### **Clint Reid**

iGlobal Stores  
801-513-0362  
[clint@iglobalstores.com](mailto:clint@iglobalstores.com)  
Term through 12/31/2015

### **David Rockwood**

Pacific Rim Consulting Group  
PO Box 680365  
Park City, UT 84060-0365  
(888) 238-7807  
(888) 238-7807 Fax  
[drockwood@pacificrimusa.com](mailto:drockwood@pacificrimusa.com)

### **Dennis Tenny**

International Trade Consultant  
(801) 916-3575  
[dennistenney@hotmail.com](mailto:dennistenney@hotmail.com)

### **Kent Vance**

Bank of Utah  
711 South State Street  
Salt Lake City, UT 84111-3821  
(801) 532-7111  
[kvance@bankofutah.com](mailto:kvance@bankofutah.com)

### **Lee Wright**

Kirton & McConkie  
801-323-5906  
[lwright@kmclaw.com](mailto:lwright@kmclaw.com)  
Term through 12/31/2015



## U.S. Department of Commerce U.S. Commercial Service Utah Export Assistance Center



### David G. Fiscus, Director

U.S. Department of Commerce  
U.S. Commercial Service  
Utah U.S. Export Assistance Center  
350 S. Main St.  
Salt Lake City, Utah 84101

Direct (801) 524-3070

Fax (801) 524-3072

[david.fiscus@trade.gov](mailto:david.fiscus@trade.gov)

[www.export.gov/utah](http://www.export.gov/utah)

The mission of the U.S. Commercial Service, an agency of the U.S. Department of Commerce's International Trade Administration, is to promote and protect U.S. commercial interests abroad and deliver customized solutions to ensure that U.S. businesses compete and win in the global marketplace. The U.S. Commercial Service promotes economic prosperity, enhances job creation, and strengthens national security through a global network of international trade professionals.

The U.S. Commercial Service's Utah Export Assistance Center helps the Utah business community begin the international trade process with its unique resources. It is the only federal government organization involved in international trade promotion with a worldwide field presence and delivery system. Trade specialists in more than 100 U.S. cities and 80 countries provide in-depth export consulting and customized business solutions. These trade professionals provide counseling on all aspects of the export process as well as a variety of products and services designed to assist small and mid-sized U.S. businesses expand their businesses internationally through export and become an integrated part of the global value chain.

The Utah Export Assistance Center serves as the first link in the government's export network for firms throughout Utah. The office can provide a wide range of international trade assistance for your company. While it cannot close an export deal or fill an export order for you, the trade specialists can clarify and simplify the export process and can provide your company with numerous, free or low cost tools to support each phase of your company's international marketing strategy: identification, assessment, and contacts. Such services include:



## U.S. Small Business Administration Office of International Trade

**Stan Nakano, District Director**

**Steve Price, Deputy District Director and District International Trade Office**

U.S. Small Business Administration  
Utah District Office  
125 South State Street, Ste 2227  
Salt Lake City, UT 84138-1195

Direct (801) 524-3215  
Fax (202) 481-5688  
[www.sba.gov](http://www.sba.gov)  
[Steven.Price@sba.gov](mailto:Steven.Price@sba.gov)

The SBA serves small U.S. businesses primarily through its numerous regional, district, and branch offices. The SBA Office of International Trade, located in Washington, D.C., provides assistance specifically related to exporting. Small businesses which are either already exporting or interested in doing so can receive information through publications, seminars, conferences or counseling. Services provided include:

- **Seminars & Training:** The SBA sponsors and supports training conferences, how to seminars, and one-on-one counseling through our resource partners.
- **SCORE:** Counseling for your small business is available from the Service Corps of Retired Executives (SCORE) and the nationwide network of Small Business Development Centers (SBDCs).  
SCORE Utah Office: 310 South Main St, Salt Lake City, UT 84101 (801) 746-2269  
Salt Lake City SBDC: 9750 South 300 West, Sandy, UT 84070 (801) 957-5259
- **Export Transaction Financing:** SBA's Export Working Capital Program (EWCP) loans targeted for businesses that are able to generate export sales and need additional working capital to support these sales. SBA's aim for the EWCP program is to ensure that qualified small business exporters do not lose viable export sales due to a lack of working capital.
- **Export Market Development Financing:** SBA Export Express helps small businesses develop or expand their export markets by program providing exporters and lenders a streamlined method to obtain SBA backed financing for loans and lines of credit up to \$250,000. Loan proceeds can be used to finance virtually any export market development activity from participation in international trade shows to capital expansion. Grow your business through exporting!
- **Contract Opportunities:** The SBA provides information on the various programs that can help you position your business for contracting opportunities throughout the Federal Government. Information about regulatory requirements, company standards, and the process of registering for various contracting programs is available.

### Are You a Lender?

Are you a lender seeking to reach a high-growth market, increase profits, reduce risks, respond to clients' needs and invest in your community? We have information about SBA trade finance programs, contact information, useful forms and the SBA's innovative products.



U.S. Customs and  
Border Protection

## U.S. Customs and Border Protection

### **Salt Lake City Port of Entry**

U.S. Customs and Border Protection  
International Arrivals Building  
3850 West Terminal Drive  
Salt Lake City, UT 84116

Direct (801) 524-3445

Fax (801) 524-4433

[www.cbp.gov](http://www.cbp.gov)

U.S. Customs and Border Protection (CBP) is the federal agency charged with protecting America's borders and facilitating and enforcing lawful international trade and travel. Goods and freight entering and leaving the United States are processed by CBP and are checked to ensure compliance with relevant regulations. The agency's website provides resources for exporters to help them ensure that their activity is in compliance with export regulations.

## Utah Congressional Delegations

Utah's senators and representatives want to hear from constituents regarding proposed legislation or problems constituents have that need of remediation through legislation. In addition, congressional delegations can be of help in solving government-related problems. Utah's congressional delegations are:

### U.S. Senators

**Honorable Orrin Hatch**

8402 Federal Building  
125 South State Street  
Salt Lake City, UT 84138-1191  
(801) 524-4380  
(801) 524-4379 Fax  
<http://hatch.senate.gov>

**Honorable Mike Lee**

4225 Federal Building  
125 South State Street  
Salt Lake City, UT 84138-1188  
(801) 524-5933  
(801) 524-5730 Fax  
<http://lee.senate.gov>

### U. S. Representatives

**Honorable Rob Bishop  
Utah's 1<sup>st</sup> District**

1017 Federal Building  
324 25<sup>th</sup> Street  
Ogden, UT 84401-2361  
(801) 625-0107  
(801) 625-0124 Fax  
<http://robbishop.house.gov>

**Honorable Chris Stewart  
Utah's 2<sup>nd</sup> District**

136 E. South Temple St  
Suite 900  
Salt Lake City, UT 84111  
(801) 364-5550  
(801) 364-5551 Fax  
<http://stewart.house.gov/>

**Honorable Jason Chaffetz  
Utah's 3<sup>rd</sup> District**

51 South University Ave, Ste 318  
Provo, UT 84601-4491  
(801) 851-2500  
(801) 851-2509 Fax  
<http://chaffetz.house.gov>

**Honorable Mia Love  
Utah's 4<sup>th</sup> District**

9067 South 1300  
West Suite 101  
West Jordan, UT 84088  
(801) 996-8729  
(801) 987-8631 Fax  
<http://love.house.gov>



## Governor's Office of Economic Development International Trade & Diplomacy

### **Utah International Trade & Diplomacy Office**

324 South State Street, Suite 500  
Salt Lake City, UT 84111-2388

Phone 801-538-8737  
Fax 801-538-8889  
[www.business.utah.gov/](http://www.business.utah.gov/)

### **Brett Heimburger, Director- International Trade and Diplomacy Office**

801-538-8651, [bheimburger@utah.gov](mailto:bheimburger@utah.gov)

### **Franz Kolb, Regional Director- Europe, Africa, Middle East,**

801-538-8717, [fkolb@utah.gov](mailto:fkolb@utah.gov)

### **Nathan Lambson- Trade and Hosting Coordinator**

801-538-8737, [nlambson@utah.gov](mailto:nlambson@utah.gov)

The International Trade and Diplomacy Office (ITDO) assists companies to develop markets for their products and services in other countries. Through increasing international trade and branding Utah globally, ITDO helps grow Utah's economy, create jobs and increase Utah's international presence.

ITDO fulfills its mission in Utah by introducing Utah companies to international business, preparing Utah companies to work in global markets, connecting Utah businesses to international partners and developing an informed leadership and constituency for international trade in Utah. ITDO also serves as the State's diplomacy advisor and leverages diplomatic contacts to develop and expand foreign markets for Utah. ITDO hosts dozens of foreign trade visitors as well as many foreign business representatives each year. Through developing partnerships and alliances, the State benefits from international promotion of its business community and attraction of international investment.

### **Utah Business Development**

The ITDO collaborates with a number of organizations to help promote trade and foreign direct investment in Utah. These resources are available online at: [www.business.utah.gov](http://www.business.utah.gov).

### **Utah Global Market Development**

Utah global market development includes foreign infrastructure enhancement, hosting incoming trade missions and business delegations, bringing foreign dignitaries to Utah, conducting trade shows and trade missions abroad, and global media familiarization tours.

### **Attracting Foreign Direct Investment**

ITDO attracts foreign businesses to Utah with the goal of providing new employment opportunities and a broader tax base. This program also helps forge partnerships with foreign entities and disseminate information about Utah worldwide.



## Utah Department of Agriculture and Food Marketing and Economic Development Division

### **Wayne Bradshaw, Division Director**

Utah Department of Agriculture and Food  
350 North Redwood Road  
Salt Lake City, UT 84116-3034

Phone 801-538-7108

Fax 801-538-7126

[www.ag.utah.gov](http://www.ag.utah.gov)

[agriculture@utah.gov](mailto:agriculture@utah.gov)

The Utah Department of Agriculture Marketing Division's mission is to strengthen agriculture and agribusiness in the state by adding value to locally grown commodities, developing new products, and expanding markets for existing products. The marketing division promotes opportunities for in state processing of Utah agricultural commodities with the goal of producing locally value added products.

As a member of the Western United States Agricultural Trade Association, the Marketing and Promotion division works with Utah's high value food manufacturers to access U.S. Department of Agriculture (USDA) Market Access Program (MAP) funds which are provided by Congress for international market development.

The U.S. Department of Agriculture Marketing and Promotion division provides Utah agriculture and agribusiness companies access to market development resources and international market information through the USDA's Foreign Agriculture Service:

[www.fas.usda.gov](http://www.fas.usda.gov).

## Lieutenant Governor's Office Documentation Certification

### Lieutenant Governor's Office

Utah State Capitol, Suite 220  
PO Box 142325  
Salt Lake City, UT 84114-2325

Phone 801-995-VOTE

Fax 801-538-1133

[www.utah.gov/ltgovernor](http://www.utah.gov/ltgovernor)

The Lieutenant Governor's Office can certify signatures of Notary Publics on documents that need to authentication before sending the documents to the Embassy of the country concerned. The Lieutenant Governor's office can also provide apostilles for documents to send to countries that accept them in place of authentication. An apostille is a form of authentication issued to documents for use in countries that participate in the Hague Convention of 1961. The US State Department provides a list of countries that accept apostilles. All documents in a foreign language must be accompanied with a notarized English translation.



## The Salt Lake Chamber Of Commerce

### **Lane Beattie, President and CEO**

Salt Lake Area Chamber of Commerce  
175 East 400 South, Ste 600  
Salt Lake City, UT 84111-2329

Phone 801-364-3631  
[www.slchamber.com](http://www.slchamber.com)  
[info@slchamber.com](mailto:info@slchamber.com)

The Salt Lake Chamber is Utah's largest business association. With roots that go back to 1887, the Chamber has been standing as the voice of business, supporting its members' success and championing community prosperity for over 100 years. The Chamber represents over 4,200 businesses statewide and one in every three jobs in the Utah economy. The Salt Lake Chamber is a private, non-profit organization that represents the Utah business community of Utah statewide and is not a government agency, a branch of city hall, or a state or federally supported organization. Chamber affiliate organizations include the Downtown Alliance, Women Business Center, and World Trade Center Utah.

## Chambers of Commerce throughout Utah

### **American Fork Chamber of Commerce**

51 East Main Street  
American Fork, UT 84003  
Phone: (801) 756-5110  
Fax: (801) 763-3004  
[www.americanforkchamber.org](http://www.americanforkchamber.org)

### **Cedar City Chamber of Commerce**

77 N Main St  
Cedar City, UT 84720-2648  
Phone: (435) 586-4484  
[www.chambercedarcity.org](http://www.chambercedarcity.org)

### **Davis Chamber of Commerce**

450 South Simmons Way, Suite 220  
Kaysville, UT 84037  
Phone: (801) 593-2200  
Fax: (801) 298-1114  
[www.davischamberofcommerce.com](http://www.davischamberofcommerce.com)

### **Murray Area Chamber of Commerce**

5250 South Commerce Drive, Suite 180  
Murray, UT 84107  
Phone: (801) 263-2632  
Fax: (801) 263-8262  
[www.murraychamber.org](http://www.murraychamber.org)

### **Park City Chamber/Bureau**

P.O. Box 1630  
Park City, UT 84060  
Phone: (435) 649-6100  
Fax: (435) 649-4132  
[www.visitparkcity.com](http://www.visitparkcity.com)

### **St George Chamber of Commerce**

97 E St George Blvd  
St George, UT 84770-2897  
Phone: (435) 628-1658  
[www.stgeorgechamber.com](http://www.stgeorgechamber.com)

### **Cache Valley Chamber of Commerce**

160 North Main Street  
Logan, UT 84321  
Phone: (435) 752-2161  
Fax: (435) 753-5825  
[www.cachechamber.com](http://www.cachechamber.com)

### **Chamber West**

3540 South 4000 West, Suite 400  
West Valley City, UT 84120  
Phone: (801) 977-8755  
Fax: (801) 969-3518  
[www.chamberwest.com](http://www.chamberwest.com)

### **Salt Lake County Business Alliance**

The Village at River's Edge  
1241 W. Village Main Drive, Suite B  
Salt Lake City, Utah 84119  
Phone: (801) 977-8755  
Fax: (801) 977-8329  
[www.thebizalliance.org](http://www.thebizalliance.org)

### **Ogden/Weber Chamber of Commerce**

2484 Washington Boulevard, Suite 400  
Ogden, UT 84401-1411  
Phone: (801) 621-8300  
Fax: (801) 392-7609  
[www.ogdenweberchamber.com/](http://www.ogdenweberchamber.com/)

### **Utah Valley Chamber of Commerce**

111 South University Avenue, Suite 215  
Provo, UT 84601  
Phone: (801) 851-2555  
Fax: (801) 851-2557  
[www.thechamber.org](http://www.thechamber.org)

### **Sandy Area Chamber of Commerce**

9350 South 150 East, Ste. 580  
Sandy, UT 84070  
Phone: (801) 566-0344  
Fax: (801) 566-0346  
[www.sandychamber.com](http://www.sandychamber.com)

**Salt Lake City Chamber**

175 East 400 South, Suite 600

Salt Lake City, UT 84111

Phone: (801) 364-3631

Fax: (801) 328-5098

[www.saltlakechamber.org](http://www.saltlakechamber.org)

**South Salt Lake Chamber of Commerce**

220 E. Morris Avenue, Suite 150

Salt Lake City, Utah 84115

Phone: (801) 466-3377

Fax: (801) 467-3322

[www.sslchamber.com](http://www.sslchamber.com)

**Tooele County Chamber of Commerce**

P.O. Box 460

154 South Main Street

Tooele, UT 84074

Phone: (435) 882-0690

Fax: (435) 833-0946

[www.tooelechamber.com](http://www.tooelechamber.com)

**Southwest Valley Chamber of Commerce**

PO Box 330

3600 West 13001 South Riverton, UT 84065

Phone: (801) 280-0595

Fax: (801) 316-6706

[www.swvchamber.org](http://www.swvchamber.org)

**West Jordan Chamber of Commerce**

8000 South Redwood Road

West Jordan, UT 84088

Phone: (801) 569-5150

Fax: (801) 569-5153

[www.westjordanchamber.com](http://www.westjordanchamber.com)



## Utah Small Business Development Centers

The Utah Small Business Development Center provides counseling and training services to small business owners and prospective entrepreneurs. Counseling services are available at no charge. Some of the areas of focus include business planning, market research and strategy, financial management, debt and equity funding development, and strategic planning. Individuals interested in starting a business are encouraged to attend a free orientation session that covers SBDC services, starting a business in Utah, business planning and sources of financing. Visit [www.utahsbdc.org](http://www.utahsbdc.org) for more information.

### Local Branches of the Utah Small Business Development Center (SBDC)

#### **Blanding SBDC**

USU Eastern, Blanding  
639 West 100 South  
Blanding, UT 84511-4217  
(435) 678-2201 x177  
[www.sjc.usu.edu/htm/sbdc](http://www.sjc.usu.edu/htm/sbdc)

#### **Cedar City SBDC**

Southern Utah University  
Business Resource Center  
77 N Main Street  
Cedar City, UT 84720-2470  
(435) 865-7707  
(435) 586-5493 Fax  
[www.suu.edu/business/sbdc](http://www.suu.edu/business/sbdc)

#### **Ephraim SBDC**

Snow College  
151 S Main Street  
Ephraim, UT 84627  
(435) 283-7376  
(435) 283-6913 Fax  
[www.utahsbdc.org/center/ephrain](http://www.utahsbdc.org/center/ephrain)

#### **Kaysville SBDC**

Davis Applied Technology Center  
450 South Simmons Way, Ste 202  
Kaysville, UT 84037-6800  
(801) 593-2202  
[www.utahsbdc.org/center/kaysville](http://www.utahsbdc.org/center/kaysville)

#### **Logan SBDC**

Utah State University  
700 North 1330 East, #124  
Logan, UT 84322-8330  
(435) 797-2277  
(435) 797-3317 Fax  
[www.usu.edu/sbdc](http://www.usu.edu/sbdc)

#### **Ogden SBDC**

Weber State University  
2314 Washington Blvd., Rm. 211  
Ogden, UT 84401  
(801) 626-7232  
(801) 626-7423 Fax  
[www.utahsbdc.org/center/ogden](http://www.utahsbdc.org/center/ogden)

#### **Orem SBDC**

Utah Valley State College  
815 West 1250 South  
Orem, UT 84058  
(801) 863-8230  
[www.uvu.edu/sbdc](http://www.uvu.edu/sbdc)

#### **Price SBDC**

USU Eastern, Price  
420 North 300 E  
Price, UT 84501  
(435) 637-5443  
(435) 637-5448 Fax  
[utahsbdc.org/center/price](http://utahsbdc.org/center/price)

#### **Salt Lake City SBDC**

Salt Lake Community College  
9750 South 300 West, MCPC 201  
Sandy, UT 84070-3264  
(801) 957-5259  
(801) 957-3488 Fax  
[www.mbrclcc.com/salt-lake-sbdc/](http://www.mbrclcc.com/salt-lake-sbdc/)

#### **St. George SBDC**

1071 East 100 South, Ste C7  
St George, UT 84770-3875  
(435) 652-7500  
(435) 652-7870 Fax  
<http://www.brcdixie.com/sbdc/>

#### **Vernal SBDC**

Utah State University  
320 North Aggie Blvd.  
Vernal, UT 84078  
(435) 789-6100  
[utahsbdc.org/center/vernal](http://utahsbdc.org/center/vernal)



## World Trade Center Utah

### **Derek Miller, President and CEO**

Utah World Trade Center  
175 East 400 South, Suite 609  
Salt Lake City, UT 84111-2327

Phone 801-532-8080

[www.wtcut.com](http://www.wtcut.com)

[info@wtcut.com](mailto:info@wtcut.com)

**Don Willie, Managing Director and Rural Outreach Director**, [dwillie@wtcutah.com](mailto:dwillie@wtcutah.com)

The World Trade Center Utah (WTCU) has been delivering on its bold mission for the state since 2006: to guide Utah companies into profitable global markets.

The WTCU is a licensed, certified member of the unique international World Trade Centers Association, with over 340 World Trade Centers across the globe, 55 of which are in the U.S. The WTCU daily brings together private and public sectors by offering, often in conjunction with our talented partner agencies, a variety of indispensable resources and services including:

- Trade leads and matchmaking opportunities
- Training classes and seminars
- Market analysis
- Strategy development
- Access to trade missions

By assisting hundreds of businesses in all parts of Utah through a combination of educational classes and seminars, international business development events, and the ongoing generation of networking opportunities, WTCU is working hard to **assess, educate, and connect** international business in Utah.

Potential exporters or importers are encouraged to visit our website at [www.wtcutah.com](http://www.wtcutah.com) and sign up for our free, weekly email newsletter, Global Utah. This newsletter not only highlights current and future international events but also provides valuable cultural tips and essential business links and a comprehensive international calendar of Utah activities.



## World Trade Association of Utah

**Franz Kolb, President**

World Trade Association of Utah  
360 TNRB  
Provo, UT 84602-7418

Phone 801-422-8165  
Fax 801-422-0385  
[www.wtaofutah.org](http://www.wtaofutah.org)  
[wtaofutah@gmail.com](mailto:wtaofutah@gmail.com)

The World Trade Association of Utah is an international business-focused education and social networking organization that holds monthly luncheon meetings September through April. Its objective is to increase, deepen, and encourage international business connections and understanding in Utah.

## Center for International Business Education & Research (CIBER)

### **R. Bruce Money, Executive Director**

BYU Global Management Center  
360 Tanner Building  
Provo, UT 84602-3143

Direct (801) 422-6495

Fax (801) 422-0385

[www.marriottschool.byu.edu/gmc](http://www.marriottschool.byu.edu/gmc)

[gmc@byu.edu](mailto:gmc@byu.edu)

Established on October 1, 1990, the Brigham Young University Center for International Business Education and Research was formed to develop interdisciplinary international programs for university students, conduct research projects that will help U.S. firms become more competitive in the international environment, and promote export development activities that will strengthen the business community. As a part of developing international business programs for university students, both universities have upgraded their library resources to include more international reference materials and databases that will be helpful to the business community. Seminars are held at both universities for students, faculty, and the business community to discuss key international competitiveness issues. The Center also works with the World Trade Association of Utah and the District Export Council to strengthen the local WTAs and hold export development seminars.

## Local Educational Institutions

Several of the colleges and universities in the state periodically hold classes and seminars on various topics of interest to people in international trade. Both BYU and Utah State University present one-day world trade seminars in the spring of each year directed to businesses in the state. Local institutions regularly offer other special programs (for example the Salt Lake Community College's Global Business Center offers an Executive Certificate in International Business once a year).

### **Brigham Young University**

Marriott School of Business  
615 Tanner Bldg  
Provo, UT 84602-3113  
(801) 422-5800  
[www.marriottschool.byu.edu](http://www.marriottschool.byu.edu)

### **Utah State Univ. Eastern**

451 East 400 North  
Price, UT 84501-2626  
(435) 613-5642  
<http://eastern.usu.edu/>

### **Dixie State University**

School of Business  
225 South 700 East  
St. George, UT 84770-3875  
(435) 652-7500  
[www.dixie.edu](http://www.dixie.edu)

### **Salt Lake Community College**

School of Professional & Econ. Dev.  
9750 S 300 W  
Sandy, UT 84070  
(801) 957-5200  
[www.slcc.edu](http://www.slcc.edu)

### **Snow College**

150 East College Avenue  
Ephraim, UT 84627-1550  
(435) 283-7000  
[www.snow.edu](http://www.snow.edu)

### **Southern Utah University**

College of Business  
351 West University Blvd.  
Cedar City, UT 84720-2470  
(435) 586-7700  
[www.suu.edu/business](http://www.suu.edu/business)

### **University of Utah**

Eccles School of Business  
1654 East Campus Center Drive  
Salt Lake City, UT 84112  
(801) 581-7676  
[www.business.utah.edu](http://www.business.utah.edu)

### **Utah State University**

Huntsman School of Business  
1400 Old Main Hill  
Logan, UT 84322-1400  
(435) 797-1000  
[www.huntsman.usu.edu](http://www.huntsman.usu.edu)

### **Utah Valley University**

Woodbury School of Business  
800 West University Parkway  
Orem, UT 84058-5999  
(801) 863-4636  
[www.uvu.edu/woodbury](http://www.uvu.edu/woodbury)

### **Weber State University**

Goddard School of Business  
3848 Harrison Blvd.  
Ogden, UT 84408-0001  
(801) 626-6000  
[www.weber.edu/sbe](http://www.weber.edu/sbe)

### **Westminster College**

Gore School of Business  
1840 South 1300 East  
Salt Lake City, UT 84105-3617  
(801) 484-7651  
[www.westminstercollege.edu](http://www.westminstercollege.edu)

## Export Trade Intermediaries and Consultants

Export trade intermediaries take various forms, from a consultant who works with your company on a fee basis to set up an in-house export-marketing program, to companies who buy your products from you and then export them on their own account. In many cases, the intermediary will arrange export sales for you based on a commission based on sales. The advantage of using an intermediary is that they already have knowledge of foreign markets and customers and can act as your foreign sales department without the cost and lead-time to you of setting up your own international sales department. Consultants can also search information resources to provide marketing leads and travel and cultural information, and can help with product safety testing and design to meet international regulations.

International trade consultants can advise and assist a manufacturer on all aspects of foreign marketing. Trade consultants do not normally deal specifically with one product, although they may advise on product adaptation to a foreign market. They research domestic and foreign regulations and assess commercial and political risk. They conduct foreign market research and establish contacts with foreign government agencies and other necessary resources, such as advertising companies, product service facilities, and local attorneys.

These consultants can locate and qualify foreign joint venture partners, as well as conduct feasibility studies for the sale of manufacturing rights, the location and construction of manufacturing facilities, and the establishment of foreign branches. After sales agreements are completed, trade consultants can also ensure that implementation is smooth and can deal with any problems that arise effectively.

### **KOSMO Corporation**

240 Edison Street  
Salt Lake City, UT 84111-2307  
801-364-1600  
801-364-1601 Fax  
[david@kosmocorp.com](mailto:david@kosmocorp.com)

### **Pacific Rim Consulting**

PO Box 680365  
Park City, UT 84060-0365  
888-238-7807  
888-238-7807 Fax  
[drockwood@pacificrimusa.com](mailto:drockwood@pacificrimusa.com)

## Information, Research, and Business Culture

Information regarding particular target countries or markets for particular products is important, particularly to someone new to exporting, someone looking for new markets for their products, or someone preparing to visit a foreign country, particularly for the first time. The following federal, state, non-profit groups (also referenced above) are terrific sources on country and industry specific information:

- U.S. Department of Commerce, Utah Export Assistance Center: [www.export.gov/utah](http://www.export.gov/utah)
- U.S. Small Business Administration: [www.sba.gov](http://www.sba.gov)
- State of Utah International Business Development Office: [www.business.utah.gov](http://www.business.utah.gov)
- World Trade Center Utah: [www.wtcutah.com](http://www.wtcutah.com)
- Utah Small Business Development Center: [www.utahsbdc.org](http://www.utahsbdc.org)
- Educational Institutions

In addition, the following firms specialize in providing relevant market and cultural information:

### **FITA International**

172 Fifth Avenue #118  
Brooklyn, NY 11217  
(718) 871-0369  
[info@fita.org](mailto:info@fita.org)  
[www.fita.org](http://www.fita.org)

### **Culture Grams**

Concise, reliable, and up-to-date  
reports on more than 200  
countries,  
each U.S. state, and all 13 Canadian  
provinces & territories  
<http://www.culturegrams.com>

### **ProQuest Corporate**

789 E Eisenhower Parkway  
Ann Arbor, MI 48106  
(800) 521-0600  
[info@proquest.com](mailto:info@proquest.com)  
[www.proquest.com](http://www.proquest.com)

## Advertising and Market Research

The marketing and advertising of products overseas can be tricky because words and phrases used in the United States do not necessarily translate well into foreign languages or resonate with foreign audiences. Advertising and marketing should be done in the language of the country concerned. To be effective, it must incorporate knowledge of the culture and customs within the country. Particularly with consumer products, it is important to get expert cultural advice. Foreign distributors often provide cultural assistance but sometimes, it is more convenient and preferable to obtain that help locally.

Market research encompasses all methods that a company can use to determine which foreign markets have the best potential for its products. Results of this research inform the firm of the largest markets for its product, the fastest growing markets, market trends and outlook, market conditions and practices, and competitive firms and products.

### **AMI, Inc**

1775 West 2300 South  
Salt Lake City, UT 84119-2090  
(801) 268-9015  
(801) 266-6823 Fax  
[www.amiusa.com](http://www.amiusa.com)

### **Dialect Brand Translation**

461 East 1000 South, Ste A  
Pleasant Grove, UT 84062-3695  
(801) 785-1155  
(801) 785-0580  
[www.dialectbrand.com](http://www.dialectbrand.com)

### **Marketing Media Com**

10 West 100 South, Ste 710  
Salt Lake City, UT 84101-2238  
(800) 587-5588  
(801) 359-8933 Fax  
[www.marketingmediacom.com](http://www.marketingmediacom.com)

## Proposal Writing Services

Work with design professionals to produce well-written proposals that attract international clients. Get help on any part of the proposal process: analysis, design, writing, editing, and/or desktop publishing. Local resources include:

### **Stephen Kimball DM Copywriting**

9489 Canyon Heights Drive  
Pleasant Grove, UT 84062-8812  
(801) 796-7234  
[www.skcopywriting.com](http://www.skcopywriting.com)

### **McKinnon-Mulherin, Inc.**

136 S Main Street Suite 309  
Salt Lake City, UT 84101-3311  
(801) 531-1631  
[www.mckinnon-mulherin.com](http://www.mckinnon-mulherin.com)

### **Niche Associates**

9672 South 700 East, Ste 100  
Sandy, UT 84070-3569  
(801) 572-7436  
[www.niche-associates.com](http://www.niche-associates.com)

## Translation Services

Translation services can translate letters and documents received from overseas in foreign languages into English or can translate your English language documents, such as letters, brochures, catalogs, packaging, manuals, etc., into foreign languages.

### **Aculis, Inc**

Software & Document Translation,  
Global Testing & Engineering  
852 East 1910 South, Ste 3  
Provo, UT 84606-6210  
(801) 377-5360  
[www.aculis.com](http://www.aculis.com)

### **Dialect Brand Translation**

Translation & Typesetting  
461 East 1000 South, Ste A  
Pleasant Grove, UT 84062-3695  
(801) 785-1155  
[www.dialectbrand.com](http://www.dialectbrand.com)

### **Horizon Translating**

Translation, Interpretation,  
Braille, Voice-over  
1673 South Buckskin Drive  
Kanab, UT 84741-6161  
(435) 664-2728  
[www.horizontranslating.com](http://www.horizontranslating.com)

### **Inlingua**

Cultural Training, Translation,  
Interpretation.  
323 South 600 East, Ste 150  
Salt Lake City, UT 84102-4028  
(801) 355-3775  
[www.inlinguautah.com](http://www.inlinguautah.com)

### **Horizon Translating**

1673 South Buckskin Drive  
Kanab, UT 84741-6161  
(435) 664-2728  
[www.horizontranslating.com](http://www.horizontranslating.com)

### **Lingotek**

Full service translation services  
15 W. Scenic Point Dr., Ste 325  
Draper, UT 84020  
877-852-4231  
[www.lingotek.com](http://www.lingotek.com)

### **Multiling International**

Technical Translation,  
Typesetting, Software Localization  
86 North University Ave, Third  
Floor  
Provo, UT 84601-4601  
(801) 377-2000  
[www.multiling.com](http://www.multiling.com)

### **U.S. Translation Company**

1893 E. Skyline Dr., Ste 203  
South Ogden, UT 84403  
801-393-5300  
[www.ustranslation.com](http://www.ustranslation.com)

### **Verbatim Solutions**

Full service translation services  
5200 Highland Dr., Ste 201  
Salt Lake City, UT 84117  
800-573-5702  
[www.verbatimsolutions.com](http://www.verbatimsolutions.com)

### **DocuTrans, Inc**

4712 South 2675 West  
Roy, UT 84067  
(801) 916-3924  
(801) 776-4027  
[translate@docutrans.com](mailto:translate@docutrans.com)  
[www.docutrans.com](http://www.docutrans.com)

## Product Testing and Certification

Many countries require additional certification and testing to fulfill their import regulations. The following services are available and maybe helpful in testing and certifying products for export:

### **Test ing Engineers International**

Product Testing and NSF Certification  
3455 South 500 West  
Salt Lake City, UT 84115-4234  
(801) 262-2332  
[www.tei-test.com](http://www.tei-test.com)

### **DNB Engineering, Inc.**

Providing Testing, Qualification & Regulatory  
Compliance Needs  
1100 Chalk Creek Road  
Coalville, UT 84017  
(435) 336-4433  
(435) 336-4436 Fax  
[www.dnbenginc.com](http://www.dnbenginc.com)



## International Business Attorneys

When entering the international market, an attorney can be an important member of your team. Attorneys can answer questions concerning the use of distributors, dealers, or agents in various countries and the distinction between them, as well as the particular agreements involved in the transaction. Attorneys can answer tax questions on how to treat certain export sales and how to structure your business to take advantage of certain tax breaks. Various other legal questions may arise where an attorney skilled in international law will be essential. Utah attorneys with substantial international experience include:

**Ballard Spahr Andrews & Ingersoll, LLP**

One Utah Center, Suite 800  
201 South Main Street  
Salt Lake City, UT 84111-2221  
801-531-3000  
801-531-3001 (fax)  
[www.ballardspahr.com](http://www.ballardspahr.com)

**DWIGHT B. WILLIAMS & ASSOCIATES/FIRST LAW INTERNATIONAL Sprl**

8160 South Highland Drive, # 208  
Salt Lake City, Utah 84093  
Office (801) 438-1033  
Fax: (801) 438-1034  
[dbwilliamslaw@gmail.com](mailto:dbwilliamslaw@gmail.com)

**Holme Roberts & Owen LLP**

170 South Main Street, Ste 1500  
Salt Lake City, UT 84101-1644  
(801) 521-3200  
(801) 328-0537 Fax  
[www.hro.com](http://www.hro.com)

**Kirt on & McConkie**

60 East South Temple, Ste 1800  
Salt Lake City, UT 84145-0120  
(801) 328-3600  
(801) 321-4893 Fax  
[www.kmclaw.com](http://www.kmclaw.com)

**Prince Yeates**

175 East 400 South  
Salt Lake City, UT 84111-2314  
(801) 524-1000  
(801) 524-1098 Fax  
[www.princeyeates.com](http://www.princeyeates.com)

**Vincent & Rees**

175 East 400 South, Suite 1000  
Salt Lake City, Utah 84111  
801-303-5730  
801-328-4948 (fax)  
[www.vincentrees.com](http://www.vincentrees.com)

**Burningham Business Law**

670 W Shepard Lane, Suite 104  
Farmington, UT 84025 USA  
Office: (801) 547-9555  
Fax: (866) 795-5089  
[www.burninghamlaw.com](http://www.burninghamlaw.com)

**Durham Jones & Pinegar**

111 East Broadway, Ste 900  
Salt Lake City, UT 84111-5235  
(801) 415-3000  
(801) 415-3500 Fax  
[www.diplaw.com](http://www.diplaw.com)

**Jones Waldo**

299 South Main Street, Ste 1800  
Salt Lake City, UT 84111-2263  
(801) 521-5800  
(801) 521-9639 Fax

301 North 200 East, Ste 3A  
St George, UT 84770  
(435) 628-1627  
[www.joneswaldo.com](http://www.joneswaldo.com)

**Mackey Price & Thompson**

350 American PLZ, 57 W 200 S  
Salt Lake City, UT 84101-1610  
(801) 575-5000  
(801) 575-5006 Fax  
[www.mptolaw.com](http://www.mptolaw.com)

**Stoel Rives**

201 South Main Street, Ste 1100  
Salt Lake City, UT 84111-2208  
(801) 328-3131  
(801) 578-6999 Fax  
[www.stoel.com](http://www.stoel.com)

**Woodbury & Kesler**

265 East 100 South, Ste 300  
Salt Lake City, UT 84111-1647  
(801) 364-1100  
(801) 359-2320 Fax  
[www.woodburykesler.com](http://www.woodburykesler.com)

**Diane D. Card, PC**

Attorney at Law  
188 W Parkway  
Alpine, Utah 84004 USA  
Tel: 801-763-5780  
Mobile: 801-631-7252

**Holland and Hart**

60 East South Temple, Ste 2000  
Salt Lake City, UT 84111-1031  
(801) 799-5847  
(801) 799-5700 Fax  
[www.hollandhart.com](http://www.hollandhart.com)

**Kesler & Rust**

68 South Main Street, 2<sup>nd</sup> Floor  
Salt Lake City, UT 84101-1525  
(801) 532-8000  
(801) 531-7965 Fax  
[www.kesler-rust.com](http://www.kesler-rust.com)

**Parsons Behle & Latimer**

201 South Main Street, Ste 1800  
Salt Lake City, UT 84111-2218  
(801) 532-1234  
(801) 536-6111 Fax  
[www.parsonsbhelelaw.com](http://www.parsonsbhelelaw.com)

**Vancott**

36 South State Street  
Salt Lake City, UT 84111-1401  
(801) 532-3333  
(801) 534-0058 Fax  
[www.vancott.com](http://www.vancott.com)

**Bench, Cooper, Singh LLP**

2150 South 1300 East  
Salt Lake City, UT 84106  
(801) 326-1930  
(646) 807-4647 Fax  
[www.benchcoppersingh.com](http://www.benchcoppersingh.com)

## Patent, Trademark and Copyright Attorneys

Protecting your patents, trademarks, copyrights, and trade secrets abroad can be an important part of your export strategy. Strict time limits apply to filing patent applications in foreign countries and trademark rights in many foreign countries are based on filing rather than use, with the first party to file owning the trademark. It is therefore important to consider these matters.

Most patent attorneys have a network of foreign associate attorneys who handle patent and trademark filings in foreign countries and can advise them regarding copyright protection in foreign countries. Therefore, your regular patent attorney would be the first one to contact regarding foreign protection. Patent attorneys and firms specializing in patents, trademarks and copyrights in Utah include:

**Holme Roberts & Owen LLP**

299 South Main Street, Ste 1800  
Salt Lake City, UT 84111-2263  
(801) 323-3256  
(801) 521-9639 Fax  
[www.hro.com](http://www.hro.com)

**Foster & Foster**

65 N Street, Unit C3  
Salt Lake City, UT 84103-3837  
(801) 364-5633  
(801) 355-8938 Fax  
[www.fosterpatlaw.com](http://www.fosterpatlaw.com)

**Morriss O'Bryant & Compagni**

734 East 200 South  
Salt Lake City, UT 84102-2202  
(801) 478-0071  
(801) 478-0076 Fax  
[www.utahpatents.com](http://www.utahpatents.com)

**Stoel Rives**

201 South Main Street, Ste 1100  
Salt Lake City, UT 84111-2208  
(800) 328-3131  
(801) 578-6999 Fax  
[www.stoel.com](http://www.stoel.com)

**Workman Nydegger**

60 East South Temple, Ste 1000  
Salt Lake City, UT 84111-1011  
(801) 533-9800  
(801) 328-1707 Fax  
[www.wnpat.com](http://www.wnpat.com)

**Jones Waldo**

170 South Main Street, Ste 1500  
Salt Lake City, UT 84101-1644  
(801) 534-7263  
(801) 328-0537 Fax  
[www.joneswaldo.com](http://www.joneswaldo.com)

**M. Reid Russell**

1240 East 100 South, Ste 222  
St. George, UT 84790-3077  
(435) 674-5739

**Parsons Behle & Latimer**

201 South Main Street, Ste 1800  
Salt Lake City, UT 84111-2218  
(801) 532-1234  
(801) 536-6111 Fax  
[www.parsonsbhelelaw.com](http://www.parsonsbhelelaw.com)

**Thorpe North & Western**

8180 South 700 East, Ste 350  
Sandy, UT 84070-0570  
(801) 566-6633  
(801) 566-0750 Fax  
[www.tnw.com](http://www.tnw.com)

**Kirt on & McConkie**

60 East South Temple, Ste 1800  
Salt Lake City, UT 84111-1032  
(801) 328-3600  
(801) 321-4893 Fax  
[www.kmclaw.com](http://www.kmclaw.com)

**Madson & Austin**

15 West South Temple, Ste 900  
Salt Lake City, UT 84101-1526  
(801) 537-1700  
(801) 537-1799 Fax  
[www.mmlaw.com](http://www.mmlaw.com)

**Prince Yeates**

175 East 400 South  
Salt Lake City, UT 84111-2314  
(801) 524-1000  
(801) 524-1098 Fax  
[www.princeyeates.com](http://www.princeyeates.com)

**Trask Britt**

230 South 500 East, Ste 300  
Salt Lake City, UT 84102-2000  
(801) 532-1922  
(801) 531-9168 Fax  
[www.traskbritt.com](http://www.traskbritt.com)

## International Banking Services

Your bank can be an important partner in your international transactions. Unless you are fully familiar with your overseas customers and are comfortable dealing with them on an open account basis, you will probably want to sell to customers in a manner that ensures prompt payment and provides protection to your accounts receivable.

Your bank can help you achieve successful export transactions through a number of mechanisms, including opening, confirming, and negotiating export or import letters of credit, assistance with documentary collections, wire transfers, and foreign exchange. As an exporter, you should work with your bank before you even start negotiating method of payment terms and certainly before your buyer opens a letter of credit in order to specify the exact language and terms that you would like in the Letter of Credit.

Several of Utah's banks provide international banking services. Such banks include:

### **JP Morgan Chase**

Global Trade Division  
201 S Main St.  
Salt Lake City, UT 84111  
Contact: Fernando Almeida  
Tel: 602-221-1364  
[www.jpmchase.com](http://www.jpmchase.com)

### **HSBC/Wells Fargo Bank**

100 W. Washington, 25th Floor  
Phoenix, AZ 85003  
Contact: Fidela Irigoyen  
Tel: 602-378-1117  
[www.wellsfargo.com](http://www.wellsfargo.com)

### **U.S. Bank**

International Division  
15 W. South Temple, Suite 600  
Salt Lake City, UT 84101-1536  
Contact: Gary DeGrange  
Tel: 208-383-7600  
[www.usbank.com](http://www.usbank.com)

### **Zions Bank**

International Banking  
1 South Main Street  
Salt Lake City, UT 84111  
Contact: Mark Garfield  
(801) 524-2660  
[www.zionsbank.com](http://www.zionsbank.com)

## Banks Providing Export Working Capital

When a U.S. exporter has an overseas order, even with a relatively secure method of payment such as a documentary letter of credit payable upon shipment, the company can still lack the working capital necessary to complete the transaction. Unfortunately, most banks are reluctant to assume the performance risk involved for an exporter--by meeting the terms and conditions of an overseas letter of credit, for example--before being paid. In order to reduce the lender's risk and encourage exports, the U.S. government, through both the U.S. Small Business Administration (SBA) and the Ex-Im Bank, provides a 90% guarantee to banks on working capital loans.

Loans are available for a single transaction, a bundle of transactions, or on a revolving line of credit basis. The SBA can provide a 90% guarantee on loans up to \$2 million with an Ex-Im Bank co-guarantee. The Ex-Im Bank has no upper limit. Loan maturities are generally for 12 months with an option for renewal. Qualifying businesses must have been in operation for at least one year, although not necessarily engaged in exporting. Loan proceeds are used to finance the production cycle (labor, inventory, and materials) and/or to finance foreign accounts receivable. Some banks that have expressed a willingness to assist firms with their export working capital needs are listed below.

### **Bank of Utah**

711 South State Street  
Salt Lake City, UT 84111  
(801) 924-3604  
[www.bankofutah.com](http://www.bankofutah.com)

### **U.S. Bank of Utah**

International Division  
15 West South Temple, Suite 600  
Salt Lake City, UT 84101-1536  
(208) 383-7600  
[www.usbank.com](http://www.usbank.com)

### **HSBC/Wells Fargo Bank**

100 W. Washington, 25<sup>th</sup> Floor  
Phoenix, AZ 85003  
(602) 378-1117  
[www.wellsfargo.com](http://www.wellsfargo.com)

### **Zions Bank**

International Banking  
1 South Main Street  
Salt Lake City, UT 84111  
(801) 594-8287  
[www.zionsbank.com](http://www.zionsbank.com)

### **JP Morgan Chase**

201 S. Main St.  
Salt Lake City, UT 84111  
(602) 221-1364  
[www.jpmorganchase.com](http://www.jpmorganchase.com)

## SBA Export Express Lenders

By allowing banks to use their own forms, SBA has streamlined the loan approval process for the SBA Export Express program, typically approving a guarantee request within 36 hours. SBA will provide an 85% guarantee on loans up to \$150,000 and a 75% guarantee on loans up to \$250,000, which is the maximum amount allowed under this program. Proceeds can be used for any legitimate business purpose including the acquisition of land or equipment, trade show participation, literature translation, or other working capital needs. Loan terms will depend on the use of proceeds, but can go out up to 25 years. The applicant must have been in business, although not necessarily exporting, for at least 12 months and must demonstrate that proceeds will assist the firm in expanding in an existing foreign market or entering a new export market.

<b>JP Morgan Chase</b>	(801) 481-5538	Contact: Dev Nielsen
<b>Bank of American Fork, Murray</b>	(801) 838-9871	Contact: Richard Gary
<b>Bank of Utah</b>	(801) 625-3500	Contact: Kelly Goodbar
<b>Celtic Bank</b>	(801) 363-6500	Contact: Eric Peterson
<b>Far West Bank</b>	(801) 342-6000	Contact: Bill Beck
<b>First National Bank, Layton</b>	(801) 532-5353	Contact: Ron Leathem
<b>Key Bank</b>	(801) 535-1056	Contact: Janice Tabige
<b>State Bank of Southern Utah</b>	(435) 865-2329	Contact: Mike France
<b>U.S. Bank</b>	(801) 534-6164	
<b>Wells Fargo Bank</b>	(801) 491-2060	
<b>Zions National Bank</b>	(801) 594-8417	Contact: Jack Posell

## Non-Bank Lenders Specializing in Export Financing

It is often necessary to obtain financing for a company to complete an export sale, either to enable the company to generate the products for export or to enable the foreign purchaser to buy the product. Various forms of financing may be available depending upon the size, type, and circumstances of the sale.

The following non-bank lending firms may be able to help with your export financing needs:

**Bellweather Company**

6995 Union Park Center, Ste 460  
Midvale, UT 84074-4195  
801-568-3800

**Bristol Trade Finance**

4809 Cole Avenue, # 350-LB126  
Dallas, TX 75204  
Tel: 214-528-2888

**Meridian Finance Group**

1247 7th Street, Suite 200  
Santa Monica, CA 90401  
Tel: (310) 260.2130

**Summit Financial Resources**

2455 East Parleys Way, Ste 200  
Salt Lake City, UT 84109-1252  
(801) 474-1200  
(801) 474-1212 Fax  
[www.summitfr.com](http://www.summitfr.com)

**TFS Trade Finance**

515 N. Central Avenue, Ste. B  
Los Angeles, CA 90049  
Tel: 310.922.2328

**World Trade Finance, Inc.**

149 South Barrington Ave., #105  
Glendale, CA 91203  
Tel: (818) 550.0788

## Credit Reports on Overseas Firms

In many instances, a simple background check on your potential customers will reduce your risk and allow you to enter new business relationships with confidence. Information on potential or existing foreign buyers can be obtained through several agencies, both public and private:

### **International Company Profile (ICP):**

The ICP is a service of the U.S. Department of Commerce, are background reports on overseas firms in selective markets, including their reputation, reliability, and financial status. These reports are produced by the U.S. Commercial offices in our embassies and consulates abroad. For further information, please contact the Utah Export Assistance Center at (801) 255-1871.

### **Private Sector Credit Report Providers:**

Several private firms offer information on the credit status and reliability of foreign firms. Prices range from \$200 to significantly more depending on the country, type of report, and the firm's pricing. Below are companies that provide reports on businesses in numerous overseas markets.

#### **Dun and Bradstreet International**

103 JFK Avenue  
Short Hills, NJ 07078  
(800) 234-3867  
(610) 882-6005 Fax  
[www.dunandbradstreet.com](http://www.dunandbradstreet.com)

#### **Graydon International, Inc.**

2<sup>nd</sup>Floor, Hygeia Building  
66 College Road  
Harrow, Middlesex HA1 1BE  
United Kingdom  
[www.graydoninternational.com](http://www.graydoninternational.com)

#### **Owens OnLine, Inc.**

6501 North Himes Avenue, Ste. 104  
Tampa, FL 33614  
(800) 745.4656  
[www.owens.com](http://www.owens.com)

#### **Standard and Poor's Compustat**

Custom Business Unit  
7400 South Alton Court  
Englewood, Colorado 80112-2934  
(800) 523-4534  
[www.compustat.com](http://www.compustat.com)

#### **Credit Risk Monitor**

704 Executive Blvd., Suite A  
Valley Cottage, CA 10989  
(877) 468.6276  
[www.crmz.com](http://www.crmz.com)

#### **Coface USA**

50 Millstone Road  
East Windsor, NJ 08520  
(800) 283-7965  
(312) 372-7080 Contact: Sarah Galer  
[www.coface-usa.com](http://www.coface-usa.com)

## Foreign Credit Insurance

Foreign credit insurance is an important tool in helping to mitigate the commercial and country (political and economic) risk inherent in exporting. Commercial credit insurance protects against a buyer's default on an open account sale. Political risk insurance protects against default due to war or adverse sovereign actions. Credit insurance will allow an exporter the marketing advantage of being able to offer open account terms in a competitive situation, the financial advantage of being able to add insured accounts receivable to your borrowing base with a bank, and peace of knowing you will be paid by the insurer in case of default by your buyer. Some of the major underwriters providing credit insurance are listed below.

### **American International Group**

70 Pine Street  
Chicago, IL 60607-1726  
(877) 638-4244  
[www.aig.com](http://www.aig.com)

### **Coface USA**

50 Millstone Road  
East Windsor, NJ 08520  
(312) 372.7080 Contact: Sarah Galer  
(303) 627-0900 Contact: Zev Barnett  
[www.coface-usa.com](http://www.coface-usa.com)

### **FCIA Management, Inc.**

125 Park Avenue, 14th Floor  
New York, NY 10017  
(212) 885.1500  
[www.fcia.com](http://www.fcia.com)

### **At radius/Gerling NCM Credit Insurance**

5026 Campbell Blvd., Suite C  
Baltimore, MD 21236  
(410) 931-9441  
[www.atradius.com](http://www.atradius.com)

### **EULER Hermes ACI**

100 East Pratt Street  
Baltimore, MD 21202-1008  
(877) 909-6276  
[www.eulerhermes.com](http://www.eulerhermes.com)  
(303) 681-9370 Contact: Ken Jackson

The **Export-Import Bank of the United States** (EXIM Bank) also provides credit insurance: [www.exim.gov](http://www.exim.gov)

### **Western Regional Office:**

#### *Orange County Branch*

Business Development Officer: Marianne Hughes  
(949) 660-1341 ext. 402

#### *San Francisco Branch*

Business Development Office: Paul Watts  
(415) 705-2280

## Federal Government Financial Assistance

### U.S. Small Business Administration (SBA)

SBA provides start-up business counseling as well as guarantees for a variety of business loans. Among them is the **SBA Export Express Program** (described above) and the **International Trade Loan Program**, which permits SBA to provide guarantees of up to \$1.75 million on loans going to businesses that a) are expanding because of increased export sales, or b) have been adversely impacted by imports and need to retool or diversify to meet foreign competition. Loans are available for fixed assets, working capital, or a combination, with terms out up to 25 years. Refinancing existing debt is now an option under this program. For information on these and other SBA loan programs, please see SBA's local contact information on page 10.

### Export-Import Bank of the United States (Ex-Im Bank)

Ex-Im Bank is the primary U.S. agency charged with providing support for American exports through credit risk protection and lending programs. Ex-Im Bank programs fall into three major categories:

- 1) Working capital guaranty program
- 2) Loan guarantees to foreign buyers of U.S. goods and services
- 3) Credit insurance on open account sales

For additional information, you may call 1-800-565-EXIM. To speak with the Ex-Im Bank's field representative serving your state, please refer to the office numbers on page 10. Ex-Im Bank's home page contains an excellent description of its programs and services and the countries it covers at: <http://www.exim.gov>.

### Overseas Private Investment Corporation

The Overseas Private Investment Corporation (OPIC) provides project financing, insurance on foreign investments and a variety of investor services for U.S. companies investing in some 150 developing countries and emerging markets throughout the world.

**Finance** - To foster investment, OPIC offers medium- and long-term project financing for projects having at least 25% U.S. ownership. Direct loans between \$100,000 and \$10 million are available for projects sponsored by American small businesses. For large projects, OPIC will guarantee loans to projects sponsored with U.S. investors, starting at \$2 million per project and generally going as high as \$250 million. OPIC also sponsors several equity funds offering venture capital for investment projects in targeted countries or regions of the world, including Africa.

**Insurance** - To mitigate the risks of investing overseas, OPIC will insure U.S. investments in the qualifying countries against political violence, inconvertibility of currency, and expropriation.

**Investor Services** - For companies considering overseas investment, OPIC offers a variety of fee-based services including feasibility studies, investment missions, a database of business opportunities, and business outreach.

Contact: Overseas Private Investment Corporation  
Information Officer  
1100 New York Avenue, NW  
Washington, DC 20528  
Tel: (202) 336-8400; fax: (202) 408-9859

Automated basic information: Telephone (202) 336-8799. OPIC's home page, which includes an excellent and frequently updated newsletter, is located at <http://www.opic.gov>.

### Multilateral Development Banks (MDB)

The U.S. Department of Commerce counsels U.S. firms on MDB-funded projects, ensuring that project information is available on a timely basis. The MBDs fund projects primarily in developing countries with a focus on infrastructure, social and economic development. The U.S. Department of Commerce maintains liaison officers at each of the institutions to help identify projects at the earliest stage possible and to serve as advocates for U.S. bidders. Banks with DOC liaison officers include:

- African Development Bank, Tunis, Tunisia (temporarily from Abidjan)
- Asian Development Bank, Manila, The Philippines
- European Bank for Reconstruction & Development, London, U.K.
- Inter-American Development Bank, Washington, D. C.
- The World Bank, Washington, D. C.

**Multilateral Development Banks' Home Pages**

Africa Development Bank

Asian Development Bank

European Bank for Reconstruction and Development

Inter-American Development Bank

World Bank

[www.afdb.org](http://www.afdb.org)

[www.adb.org](http://www.adb.org)

[www.ebrd.org](http://www.ebrd.org)

[www.iadb.org](http://www.iadb.org)

[www.worldbank.org](http://www.worldbank.org)

## Accounting Firms

Accountants can be important resources in helping you determine how best to structure your business for export sales. The U.S. government has established several programs that can provide tax incentives to exporters. These generally involve the establishment of Foreign Sales Corporations. There are also tax and accounting questions that arise in some instances in the treatment of income from foreign sales and in treatment of foreign employees or foreign subsidiaries or offices. Many of the large accounting firms have information available covering these various topics. Likewise, most firms have offices in foreign countries allowing them extensive knowledge of foreign tax and business law and can provide expert help and assistance in the foreign countries themselves. These firms can often provide help in understanding the markets and business climate in the various countries and can provide many helpful contacts.

### **Deloitte & Touche**

299 South Main Street, Ste 1900  
Salt Lake City, UT 84111-1919  
(801) 328-4706  
[www.deloitte.com](http://www.deloitte.com)

### **Ernst & Young**

178 S Rio Grande Street, Ste 400  
Salt Lake City, UT 84101-1519  
(801) 350-3300  
[www.ey.com](http://www.ey.com)

### **Grant Thornton**

155 North 400 West, Ste 500  
Salt Lake City, UT 84103-1141  
(801) 415-1000  
[www.gt.com](http://www.gt.com)

### **KPMG**

15 West South Temple, Ste 1500  
Salt Lake City UT 84101-1517  
(801) 333-8000  
[www.kpmg.com](http://www.kpmg.com)

### **PricewaterhouseCoopers**

201 South Main Street, Ste 900  
Salt Lake City, UT 84111-2207  
(801) 531-9666  
[www.pwc.com](http://www.pwc.com)

## Packing, Crating, and International Courier Services

### Packing and Crating Services

When shipping product, particularly internationally, it is important that the product arrive in undamaged condition. Thus, packing of the product can be important. If special packing is required and the exporter does not have the capabilities for packing the product, the following companies offer packing services.

**Cargo-Link International**

881 South 3760 West  
Salt Lake City, UT 84104-5506  
(801) 975-9336  
(801) 975-9406 Fax  
[www.cargolink.com](http://www.cargolink.com)

**DHL Worldwide Express**

2371 South 3600 West  
West Valley City, UT 84119-1125  
(800) 247-2676  
[www.dhl-usa.com](http://www.dhl-usa.com)

**Navis Pack & Ship**

2179 South 300 West, Ste 2A  
Salt Lake City, UT 84115-2569  
(801) 487-1036  
(801) 487-1038 Fax  
[www.gonavis.com/UT1032/](http://www.gonavis.com/UT1032/)

**Shipping Done Right**

1810 Fortune Road, #H  
Salt Lake City, UT 84104-3834  
(801) 746-7500  
(866) 298-7447 Fax

### International Courier Services

Courier services offer transportation and delivery of envelopes, documents, and small packages throughout the world.

**DHL Worldwide Express**

2371 South 3600 West  
West Valley City, UT 84119-1125  
(800) 225-5345  
[www.dhl.com](http://www.dhl.com)

**Federal Express**

3433 West 2400 South  
West Valley City, UT 84119-1149  
(800) 463-3339  
[www.fedex.com](http://www.fedex.com)

**United Parcel Service**

2040 West Parkway Blvd.  
Salt Lake City, UT 84119-2004  
(800) 742-5877  
[www.ups.com](http://www.ups.com)

## International Customs Brokers

Customs brokers offer important services for importers. Customs brokers receive imported goods from foreign countries and "clear" such goods through United States customs. Many freight forwarders are also qualified customs brokers and can handle both incoming and outgoing freight. Local customs brokers are:

### **BAX Global**

3684 West 2340 South, Ste F  
Salt Lake City, UT 84120-7279  
(800) 822-2623  
(801) 972-7007 Fax  
[www.baxglobal.com](http://www.baxglobal.com)

### **DHL Global Forwarding**

1070 South 3800 West, Ste 500  
Salt Lake City, UT 84104-5513  
(801) 975-9580  
(801) 975-9589 Fax  
[www.dhl-dgf.com](http://www.dhl-dgf.com)

### **High Desert CHB**

1291 West 12600 South, Ste 102  
Riverton, UT 84065-7130  
(801) 446-3030  
(801) 446-7813 Fax  
[www.highdesertchb.com](http://www.highdesertchb.com)

### **Norman G. Jensen, Inc.**

4980 W Amelia Earhart Dr., Ste A  
Salt Lake City, UT 84116-2964  
(801) 973-2400  
(952) 229-2780 Fax  
[www.ngjensen.com](http://www.ngjensen.com)

### **Cargo-Link International**

881 South 3760 West  
Salt Lake City, UT 84104-5506  
(801) 975-9336  
(801) 975-9406 Fax  
[www.cargolink.com](http://www.cargolink.com)

### **Expeditors International**

1136 South 3600 West, Suite 400  
Salt Lake City, UT 84104-6527  
(801) 303-6400  
(801) 303-6464 Fax  
[www.expeditors.com](http://www.expeditors.com)

### **Kuehne & Nagel**

3120 West California Ave, Ste A  
Salt Lake City, UT 84104-4607  
(801) 973-2888  
(801) 972-7037 Fax  
[www.kuehne-nagel.com](http://www.kuehne-nagel.com)

### **UPS Supply Chain Solutions**

2015 South 4130 West  
Salt Lake City, UT 84104  
(800) 742-5877  
[www.ups.com](http://www.ups.com)

### **Citta Brokerage Company**

945 East Chambers Street, Ste 300  
Ogden, UT 84403-4916  
(801) 479-7873  
(801) 479-8825 Fax  
[www.cittainc.com](http://www.cittainc.com)

### **FedEx Trade Networks**

176 North 2200 West, Ste 110  
Salt Lake City, UT 84116-2997  
(801) 363-3208  
(801) 364-3280 Fax  
[www.ftn.fedex.com](http://www.ftn.fedex.com)

### **Landstar Express America**

2500 Decker Lake Blvd, Ste 14  
Salt Lake City, UT 84119-7673  
(801) 433-7447  
(801) 433-7448 Fax  
[www.landstarexpslc.com](http://www.landstarexpslc.com)

### **UTI**

850 South 3600 West #B  
Salt Lake City, UT 84104-4628  
(801) 973-0237  
(801) 973-0242 Fax  
[www.go2uti.com](http://www.go2uti.com)

## International Freight Forwarding

An international freight forwarder is an agent for the exporter in moving cargo to an overseas destination. These agents are familiar with the import rules and regulations of foreign countries, the export regulations of the U.S. government, the methods of shipping, and the documents related to foreign trade. The International Air Transport Association (IATA) licenses export freight forwarders to handle airfreight and by the Federal Maritime Commission to handle ocean freight.

Freight forwarders assist exporters in preparing price quotations by advising on freight costs, port charges, consular fees, costs of special documentation, insurance costs, and their handling fees. They recommend the packing methods that will protect the merchandise during transit or can arrange to have the merchandise packed at the port or containerized. If the exporter prefers, freight forwarders can reserve the necessary space on a vessel, aircraft, train, or truck. The cost for their services is a legitimate export cost that should be included in the price charged to the customer.

Once the order is ready for shipment, freight forwarders should review all documents to ensure that everything is in order. This is of particular importance with letter of credit payment terms. They may also prepare the bill of lading and any special required documentation. After shipment, they can route the documents to the seller, the buyer, or to a paying bank. Freight forwarders can also arrange with customs brokers overseas to ensure that the goods comply with customs export documentation regulations. A licensed customs broker is an individual or company that can transact customs business on behalf of others. Customs business is limited to those activities involving transactions related to the entry and admissibility of merchandise; its classification and valuation; the payment of duties, taxes, or other charges assessed or collected; or the refund, rebate, or drawback thereof. Freight forwarding firms that can help you with your international shipping include, on the following page:

**ABF Freight Systems**

55 South Redwood Road  
Salt Lake City, UT 84116-3158  
(801) 355-2030  
(801) 355-1516 Fax  
[www.abfs.com](http://www.abfs.com)

**DB Schenker USA**

3684 W. 2340 S. #F  
SALT LAKE CITY  
UT 84120  
[www.dbschenkerusa.com](http://www.dbschenkerusa.com)

**Expeditors International**

1136 South 3600 West, Ste 400  
Salt Lake City, UT 84104-6527  
(801) 303-6400  
(801) 303-6464 Fax  
[www.expeditors.com](http://www.expeditors.com)

**Kintetsu World Express**

1435 South 4800 West, Suite 100  
Salt Lake City, UT 84104  
(801) 972-9220  
(801) 972-0651 Fax  
[www.kweusa.com](http://www.kweusa.com)

**Pilot Air Freight**

1840 South Millstone Dr., Unit D  
Salt Lake City, UT 84104-6546  
(801) 975-4007  
(801) 975-2608 Fax  
[www.pilotair.com](http://www.pilotair.com)

**Team Worldwide**

3760 W 2400 South  
Salt Lake City, UT 84120-7221  
(801) 994-6067  
(801) 994-6070 Fax  
[www.teamair.com](http://www.teamair.com)

**The Topocean Group**

6256 W Spring Mountain Rd.# 100  
Las Vegas, NV 89146  
(702) 269-0970  
(702) 952-0835 Fax  
[www.topocean.com](http://www.topocean.com)

**R & L Global Logistics**

2255 South 2940 West  
West Valley City, UT 84119  
(877) 809-0168  
[www.rlglobal.com](http://www.rlglobal.com)

**Air & Sea International**

4444 South 700 East, Ste 102  
Murray, UT 84107-3075  
(801) 264-9130  
(801) 264-9131 Fax  
[www.freightlink.net](http://www.freightlink.net)

**DHL Worldwide Express**

2371 South 3600 West  
Salt Lake City, UT 84119-1125  
(800) 247-2676  
[www.dhl-usa.com](http://www.dhl-usa.com)

**FedEx Trade Networks**

176 North 2200 West, Ste 110  
Salt Lake City, UT 84116-2997  
(801) 363-3208  
(801) 364-3280 Fax  
[www.ftn.fedex.com](http://www.ftn.fedex.com)

**Kuehne & Nagel**

3120 West California Ave, Ste A  
Salt Lake City, UT 84104-4607  
(801) 973-2888  
(801) 972-7037 Fax  
[www.kuehne-nagel.com](http://www.kuehne-nagel.com)

**Premier Movers, Inc.**

Full Line of Transportation &  
Relocation Services  
3963 South 200 East  
Salt Lake City, UT 84107  
(801) 505-9384  
[www.premiermovers.us](http://www.premiermovers.us)

**Transgroup**

4980 Amelia Earhart Drive  
Salt Lake City, UT 84116-2961  
(801) 521-3700  
(801) 521-5702 Fax  
[www.transgroup.com](http://www.transgroup.com)

**UTi**

850 South 3600 West #B  
Salt Lake City, UT 84104-4628  
(801) 973-0237  
(801) 973-0242 Fax  
[www.go2uti.com](http://www.go2uti.com)

**Cargo-Link International**

881 South 3760 West  
Salt Lake City, UT 84104-5506  
(801) 975-9336  
(801) 975-9406 Fax  
[www.cargolink.com](http://www.cargolink.com)

**Eagle Global Logistics**

1890 South Millstone Dr., Ste E  
Salt Lake City, UT 84104-6548  
(801) 908-6789  
(801) 908-6750 Fax  
[www.eaglegl.com](http://www.eaglegl.com)

**Int'l Freight Transport**

920 Heritage Park Blvd., Ste 220  
Layton, UT 84041-5645  
(801) 773-9000  
(801) 773-5400 Fax  
[www.ift.com](http://www.ift.com)

**Landstar Express America**

2500 Decker Lake Blvd, Ste 14  
Salt Lake City, UT 84119-7673  
(801) 433-7447  
(801) 433-7448 Fax  
[www.landstarexpslc.com](http://www.landstarexpslc.com)

**Service By Air**

372 N. Billy Mitchell Rd, Ste C  
Salt Lake City, UT 84116-2934  
(801) 363-5800  
(801) 363-5811 Fax  
[www.servicebyair.com](http://www.servicebyair.com)

**United Parcel Service**

2040 W. Parkway Blvd.  
Salt Lake City, UT 84119-2004  
(800) 742-5877  
[www.ups.com](http://www.ups.com)

**Worldwide Cargo  
Specialties**

76 West 13775 South Suite 8  
Salt Lake City, UT 84020  
(801) 523-0505  
(801) 938-9019 Fax  
[www.worldwidecargo.com](http://www.worldwidecargo.com)

# Carnets and Export Forms

## Carnet Information

A Carnet (kahr-ney) is a customs document issued by the United States Council for International Business that enables a person to carry or send commercial samples, professional equipment, and exposition and fair goods temporarily into a foreign country without paying duties or posting bonds. This saves time going through customs at international borders and airports. Carnets are particularly useful for engineers, technicians, filmmakers, musicians and anyone else who takes equipment or samples temporarily into foreign countries. There are currently 94 ATA Carnet countries/regions, including Canada, Japan, the EU, the Pacific Rim, and parts of Africa. The following can provide Carnet information and application forms:

**Roanoke Trade Service, Inc**  
1475 E. Woodfield Road Suite 500  
Schaumburg, IL 60173-4903  
(800) ROANOKE  
(847) 969-8200  
[www.carnet.roanoketrade.com](http://www.carnet.roanoketrade.com)

**US Council for International Business**  
1212 Avenue of the Americas  
New York, NY 10036-1602  
(866) 354-4480  
(212) 575-0327 Fax  
[www.uscib.org](http://www.uscib.org)

## Export Forms

In many cases, special forms are required when exporting to particular countries. An export declaration form is required in most cases. When exporting to Canada or Mexico, NAFTA Certificates of Origin may be required. Many countries also require a general Certificate of Origin. The following can provide information or forms for exporting:

**Export Forms Company**  
PO Box 5061  
Knoxville, TN 37918-0061  
(800) 251-4083  
[www.exportforms.com](http://www.exportforms.com)

**UNZ & Company**  
333 Cedar Ave., Building B, Suite 2,  
Middlesex, NJ 08846  
(732) 667-1020  
(732) 868-0260 Fax  
[www.unzco.com](http://www.unzco.com)

**US Government Bookstore**  
201 West 8<sup>th</sup> Street  
Pueblo, CO 81003-3031  
(719) 544-3142  
[www.pueblo.gsa.gov](http://www.pueblo.gsa.gov)

## Trade Licensing and Applications

Exporting some products may require that you obtain an export license from the U.S. Government. Determining if you need an export license, export license assistance, and license forms are available from the following government agencies:

### **Bureau of Industry and Security**

Provides Detailed Export License Assistance And  
Export License Determinations  
Western Regional Office  
3300 Irvine Avenue, Ste 345  
Newport Beach, CA 92660-3112  
949-660-0144; 949-660-9347 Fax  
[www.bis.doc.gov](http://www.bis.doc.gov)

### **Office of Defense Trade Control**

Defense Related Products, Military Sales, Rocket Or  
Missile Related Goods, Guns And Ammunition  
Directorate of Defense Trade Controls  
US Department of State  
(202) 663-1282  
[www.pmddtc.state.gov](http://www.pmddtc.state.gov)

### **US Department of Commerce**

General Export License Assistance And Small  
Quantities Of Export License Forms  
Utah Export Assistance Center  
9690 South 300 West, Ste 201  
Sandy, UT 84070-3340  
(801) 255-1871  
(801) 255-3147 Fax  
[www.export.gov/utah](http://www.export.gov/utah)

## Trade Compliance and Advocacy

Advocacy services can leverage the weight of the federal government to help in winning contracts and ensure a level playing field when competing abroad. The U.S. Department of Commerce also recognizes that it is imperative that U.S. companies have a means to address trade problems, trader barriers and unfair practices affecting competition to compete. Advocacy and Trade Compliance services are available to U.S. exporters to assist on these fronts.

### **The Advocacy Center**

US Department of Commerce  
14th Street & Constitution Avenue, NW, Rm. 3814-A  
Washington, DC 20230-0001  
(202) 482-3896  
(202) 482-3508 Fax  
[www.export.gov/advocacy/](http://www.export.gov/advocacy/)

### **Trade Compliance Center**

Market Access and Compliance/ITA  
U.S. Department of Commerce  
14th Street and Constitution Avenue, NW  
Washington, DC 20230-0001  
(202) 482-1191  
(202) 482-6097 Fax  
[tcc.export.gov](http://tcc.export.gov)



## Passport & Visa Services

### **The Travel Broker**

Passport Photos, Consulting,  
Expedited Passports & Visas Services  
5295 South 300 West, Ste G-25  
Salt Lake City, UT 84107-4728  
(801) 266-6464  
(801) 252-8877 Fax  
[www.thetravelbroker.com](http://www.thetravelbroker.com)

### **VisAbility**

Expedited New and Renewal  
Passport, Visa Services  
230 West 200 South, Ste 2615  
Salt Lake City, UT 84101-3489  
(801) 359-8472  
(801) 359-8473 Fax  
[www.visa-bility.com](http://www.visa-bility.com)

### **Ambassador**

Passport & Visa Services  
2811 Wilshire Blvd. Ste 720  
Santa Monica, CA 90403-4807  
(301) 828-7878  
(310) 828-7474 Fax  
[www.ambpv.com](http://www.ambpv.com)

## Miscellaneous Services

The following services are available and may be helpful or necessary to those involved in international trade but do not fit well under other separate headings:

### **The Bruno Group**

International Event Marketing &  
Management  
8690 South Escalade Circle  
Salt Lake City, UT 84121-6114  
(801) 349-2424  
(801) 415-6863 Fax  
[www.brunogroup.com](http://www.brunogroup.com)

### **U.S. Legalization**

Document Authentication,  
Legalization,  
& Certification Expeditors  
1615 Bay Head Rd.  
Annapolis, MD 21409  
(410) 349-4900  
[www.uslegalization.com](http://www.uslegalization.com)

### **Internexus**

ESL Training  
455 East 400 South, Ste 202  
Salt Lake City, UT 84111-3011  
(801) 487-2499  
(801) 487-2198 Fax  
[www.internexus.edu](http://www.internexus.edu)

### **NAI Global Real Estate Svcs.**

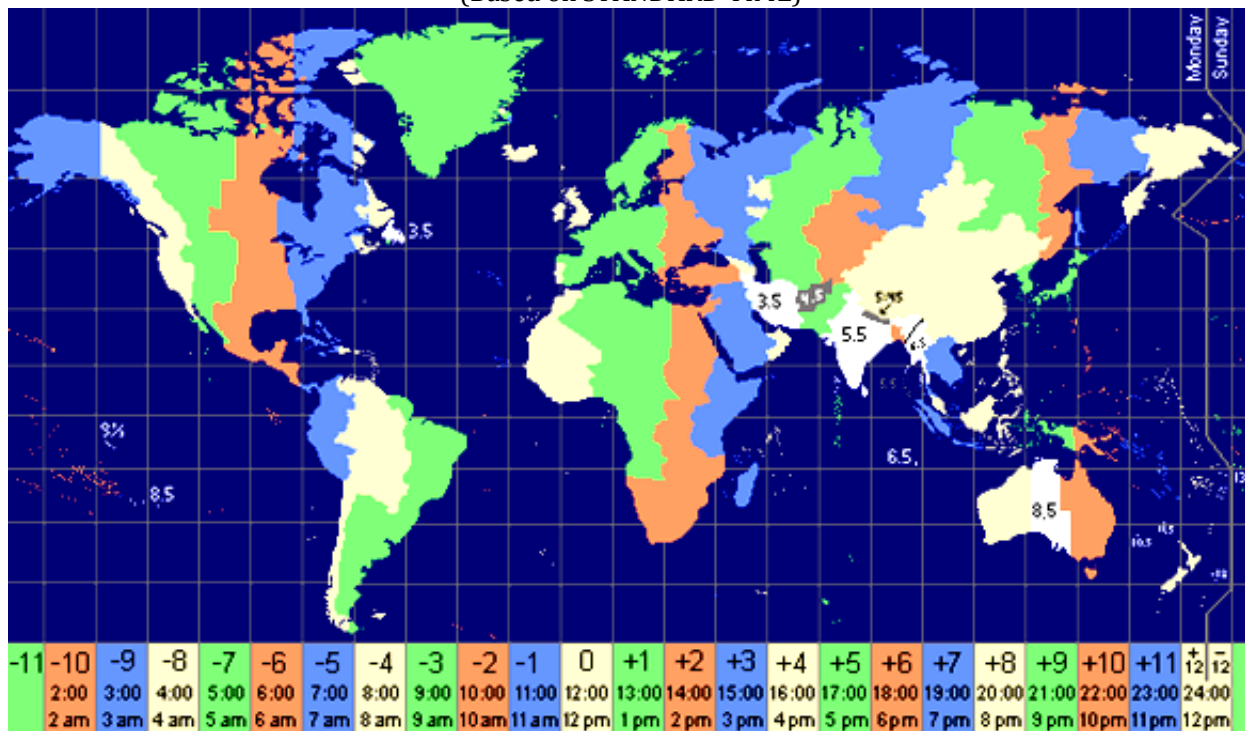
Acquisitions, Appraisal, Auctions,  
Consulting, Dispositions, Leasing,  
Lending, Property Management  
1240 East 2100 South  
Salt Lake City, UT 84106  
(801) 578-5555  
[www.naiglobal.com](http://www.naiglobal.com)

## International Telephone Codes

When calling a foreign country from the United States it is necessary to use a country code and city code. The numbers provided on foreign letterhead generally are local numbers and usually do not include the country codes. To dial a foreign country from the United States, dial 011 + Country code + City code + local number. For a full listing including city and region codes, visit [www.countrycode.org](http://www.countrycode.org)

## International Time Zones

(Based on STANDARD TIME)



For the current time of day for various cities throughout the world, go to the World Clock at: <http://www.timeanddate.com/worldclock>

## Embassies, Consulates, and Industry Desks

### US and Foreign Commercial Service Posts Abroad

The United States Department of Commerce, U.S. Commercial Service has a presence in many U.S. Embassies and Consulates throughout the world. The personnel in these offices are available to consult with U.S. businesspeople regarding business climate and businesses located in the country of concern, to locate business contacts in their respective countries, and with advanced notice can schedule prearranged meetings with prescreened contacts for visiting U.S. businesspeople. A current list of U.S. Commercial Service offices worldwide is available online at [www.export.gov/worldwide\\_us/index.asp](http://www.export.gov/worldwide_us/index.asp).

### Listing of Industry Desks

The United States Department of Commerce's Office of Manufacturing and Services, a unit of the International Trade Administration has Washington, DC based staff specialists on various commodities and industries. These specialists can provide information on the competitive strength of the particular commodity or industry in the international market and information regarding exporting of the commodity to various countries. For a current list, visit the following link: <http://export.gov/industry/index.asp>

### Foreign Embassies and Consulates

Occasionally foreign transactions will require some contact with the embassy or consular office of the particular country involved. This may be for legalization of certain paperwork or for other purposes. Travel abroad to many countries requires a visa for that country issued by the consular office. For a current list of the websites of foreign embassies and consulates in the United States, go to: <http://www.state.gov/s/cpr/rls/dpl/32122.htm>.

### Honorary Consuls in Utah

Consular officers either are members of a country's Foreign Service or are local residents appointed by the foreign government to perform consular duties. A key responsibility of consular offices is to develop economic, commercial, scientific and cultural relations between the country they represent and the area in which they serve. Consulates facilitate scientific, academic, cultural, business and professional exchange. They also arrange for official visits in both directions. Consulates are a source of information on the country they represent: the economy, the society, culture, and tourism. Below is a list of local Honorary Consuls. Additional information regarding Honorary Consuls in Utah is available at [www.utahconsuls.org](http://www.utahconsuls.org).

## Correction, Addition, or Suggestion Form

### Utah World Trade Resource Directory

Please complete and return this form if your firm or organization provides services to exporters and requests for listing in the next edition of this directory, if you have corrections to your current listing, or if you have suggestions as to improvements or information you would like to see included in this directory.

**Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **ZIP:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_

**Fax:** \_\_\_\_\_

**Contact:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Category for Listing:** \_\_\_\_\_

Describe the type of services offered by your organization or provide your suggestions:

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**Please Return To:**

U.S. Department of Commerce  
Utah Export Assistance Center  
350 S. Main St.  
Salt Lake City, Utah 84106  
FAX 1-801-524-3072